

OFM Training

BASICS OF PERFORMANCE BASED CONTRACTING

Introductions

I. What is Performance Based Contracting (PBC)?

- A. Definitions
- B. Standards
- C. What are the benefits and challenges of PBC?
- D. What is the process?
 - 1. Description of the Seven Steps from the Office of Federal Procurement Policy (Flow Chart Graphic)
- E. What are some of the implementation issues?
 - 1. For both contractors and contracting agencies
 - 2. For contractors
 - 3. For contracting agencies
- F. What are the Critical Success Factors?
 - 1. Partnership and teamwork
 - 2. Staff and contractor training
 - 3. Planning
 - 4. Internal management systems

II. What are the Key Implementation Elements?

- A. Writing clear contracts, including clear Statements of Work
- B. Establishing deliverables
- C. Establishing meaningful performance measures
- D. Establishing outcomes
- E. Linking performance to payment
- F. Managing/Monitoring contracts
- G. Group Exercise

III. Case Study Exercise

- A. Analyze the contract, including the Statements of Work for:
 - Deliverables
 - Performance Measures
 - Outcomes
 - Linking Performance to Payments
 - Monitoring Plans